

UPSA-SA Website

Welcome to the UPSA-SA Website.

The United Professional Sales Association of Southern Africa (UPSA-SA) aims to elevate the status of the sales profession to the levels found in other professions. We are a non-profit organisation run by sales professionals - for sales professionals.

We host regular educational and networking events for our members, and guests - please click on the events tab for more information. We also provide a certification programme for members to become Certified and Registered Sales Professionals (CRSP), based on the information contained in our Compendium of Professional Selling (CoPS). This manual on the WHAT is the sales professional can be downloaded from our resources area.

Great Speaker Line-up for 2010 Conference:

Fanie de Villiers speaks at the event

Fanie de Villiers, former South African cricket star and businessman will address the 4th annual UPSA sales conference on 2 and 3 September 2010. He joins a great line-up of speakers including experts on sales subjects such as coaching, strategy, customer service, leadership, self-esteem, business development, communication and more.

From the USA we again welcome Brian Lambert, who recently joined Forrester Research Inc. and Tim Ohai who will also host a pre-conference workshop called

Agility Selling

Other speakers include Beverley Milun, Ian Rheeder, Mark Berger, Aki Kalliatakis and Jacques de Villiers. Mike Manby and Colin Grenfield are 2 of the Sales Directors addressing the conference on real-life experience and practical ideas on strategy and the best way forward post-2010.

For more information please read this:

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